

Message Text

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ACTION AF-06

INFO OCT-01 EUR-12 ISO-00 AID-05 CIAE-00 EB-07 FRB-01

INR-07 NSAE-00 USIA-15 TRSE-00 XMB-04 OPIC-06 SP-02

CIEP-02 LAB-04 SIL-01 OMB-01 /074 W

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P R 151532Z JAN 76

FM AMEMBASSY LOURENCO MARQUES

TO SECSTATE WASHDC PRIORITY 4215

INFO AMEMBASSY BLANTYRE

AMEMBASSY DAR ES SALAAM

AMEMBASSY GABORONE

AMEMBASSY LONDON

AMEMBASSY LUSAKA

AMEMBASSY MBABANE

AMEMBASSY NAIROBI

AMEMBASSY PRETORIA

USDOC

USDA

UNCLAS LOURENCO MARQUES 47

E.O. 11652: N/A

TAGS: BPRO, EAID, EALR, EPAP, ETRD, US, MZ

SUBJECT: FIRST 1976 MOZAMBIQUE WHEAT DEAL

1. EMBOFF WAS APPROACHED BY OWNER OF GINWALA E FILHOS, LARGE LOCAL MANUFACTURING AND IMPORT FIRM, WHO ASKED ABOUT POSSIBILITIES OF CCC FINANCING 20,000 TONS MOZAMBIQUE WHEAT PURCHASE. BIDS ARE TO BE SUBMITTED BY JANUARY 24 (DATE WILL BE EXTENDED TO JANUARY 27), WITH DELIVERY FOR MARCH 11, PLUS OR MINUS EIGHT DAYS.

2. DETAILS OF GPRM TENDER ARE AS FOLLOWS: THE DIRECTOR OF COM-MERCIAL SERVICES INVITES BIDS FOR THE SUPPLY OF 20,000 TONS OF WHEAT TO BE DELIVERED IN MOZAMBIQUE AS FOLLOWS:

(A) LOURENCO MARQUES -13,000 TONS

(B) BEIRA-4,000 TONS

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(C) NACALA-3,000 TONS

3. SPECIFICJTIONS FOR WHEAT ARE AS FOLLOWS:

(A) FIRST OPTION; TO CONSIST OF: 40 PERCENT HARD WINTER NO. 2; 12 PERCENT MINIMUM PROTEIN- 60 PERCENT RED WINTER NO. 2; 9 PERCENT MINIMUM PROTEIN

(B) SECOND OPTION; TO CONSIST OF: 30 PERCENT QUEEENSLAND PRIME HARD OF NSW PRIME HARD: 13 PERCENT MINIMUM PROTEIN- 70 PERCENT AUSTRALIAN FEQ; 9 PERCENT MINIMUM PROTEIN

(C) MINIMUM AMOUNT OF PROTEIN IN OPTIONS TO BE NOT LESS THAN 10.2 PERCENT

(D) PREFERENCE TOKE GIVEN TO PROPOSAL WITH BEST PAYMENT TERMS

4. GINWALA WANTS C.I.F. PRICE LOURENCO MARQUES, BEIRA, OR NACALA FREE OUT. GINWALA WILL DEAL THROUGH KUWAITI FIRM, AND POSSIBLY THROUGH NEW YORK FIRM FRANKFEHR. LOCAL REP OF LOUIE DREYFUS FIRM WILL ALSO BID.

5. COMMENT: EMBOFF EXPLAINED THAT CCC FINANCING UNAVAILABLE ON C.I. F

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BASIS. GINWALA ASKED THAT PROPOSAL BE SUBMITTED ANYWAY IN THE HOPE OF (A) FINDING OTHER US FINANCING, AND (B) ALERTING USG TO PROBABLY FUTURE GPRM TENDERS FOR WHEAT AND OTHER COMMODITIES. EMBOFF ALSO STATED THAT USG AND CORPORATE BUREAUCRACIES GRIND SLOWLY, AND DID NOT CONSIDER SHORT TIME FRAME FOR BID SUBMISSION AND DELIVERY AS FEASIBLE.

6 ACTION REQUESTED: REQUEST EARLIEST POSSIBLE COMMENTS ON AVAILABILITY OF CCC OR OTHER USG FINANCING ON THIS OR OTHER FUTURE COMMODITY TENDERS. CARSON

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